

FACT SHEET

“The work of the Laboratory is the interface that really matters. It is where science meets the marketplace and creates a better world for all of us.”

—Larry Mapes, President
Thermasun of Taos, NM

Economic development plays a significant role in strengthening communities. The Community Programs Office partners with industry, government, universities, and local economic development and business organizations to promote a strong, vibrant local community.

Economic and Business Development Partnerships

Los Alamos National Laboratory's (LANL) Economic Development team assists Northern New Mexico businesses through economic development and business service partners. We are a member of the following organizations:

- American Indian Chamber
- Chama Chamber of Commerce
- Espanola Valley Chamber of Commerce
- Greater Espanola Valley Community Development Corporation
- Los Alamos Chamber of Commerce
- Las Vegas San Miguel Economic Development Corporation
- NMIDEA
- Sandoval County Chamber of Commerce
- Santa Fe Chamber of Commerce
- Taos Entrepreneurial Network
- Taos Chamber of Commerce

Northern New Mexico Connect (NNM Connect)

is the umbrella initiative that supports our economic development programs by means of a \$1 million per year investment by Los Alamos National Security, LLC (LANS). NNM Connect consists of a comprehensive collection of services designed to meet the diverse needs of small businesses and entrepreneurs to fill business development gaps and propel them to the next level.

LANS Venture Acceleration Fund (VAF)— Invests in commercialization and business start-ups using LANL technology or expertise

Market Intelligence— Market research for small businesses and entrepreneurs

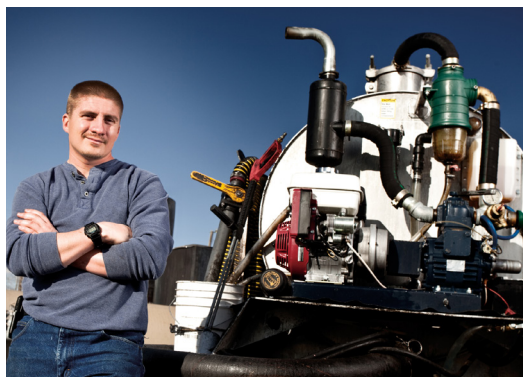
Springboard— Expert coaching for companies facing critical decisions

Entrepreneurial Networking (LINK)— Connects entrepreneurs to community resources

Networking and Education— Provides opportunities to gain business know-how and networks

Since 2006, NNM Connect has generated a \$12.5 million return in the regional economy based on a \$4 million LANS investment. This resulted in:

- an additional \$7 million funding
- 97 jobs created with an average salary of \$39,500
- 71 jobs retained with an average salary of \$17,950 that otherwise would have been lost



Southwest Biofuels, one of the only biodiesel manufacturers in New Mexico, used its LANS VAF award to purchase new equipment and retool its Albuquerque production plant for increased capacity.



In 2009, ThermaSun received a LANS VAF award for product validation, manufacturing process, product certification, business development, and market analysis for ThermaSave, a durable heat conversion device which can be connected to existing home heating and cooling systems.

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The New Mexico Small Business Assistance Program

The New Mexico Small Business Assistance (NMSBA) Program allows New Mexico small businesses facing technical challenges to access the unique expertise and capabilities of Los Alamos and Sandia national laboratories (SNL). Small businesses in New Mexico with a technical challenge, can seek free assistance from our scientists or engineers for projects that require testing, design consultation, and access to special equipment or facilities.

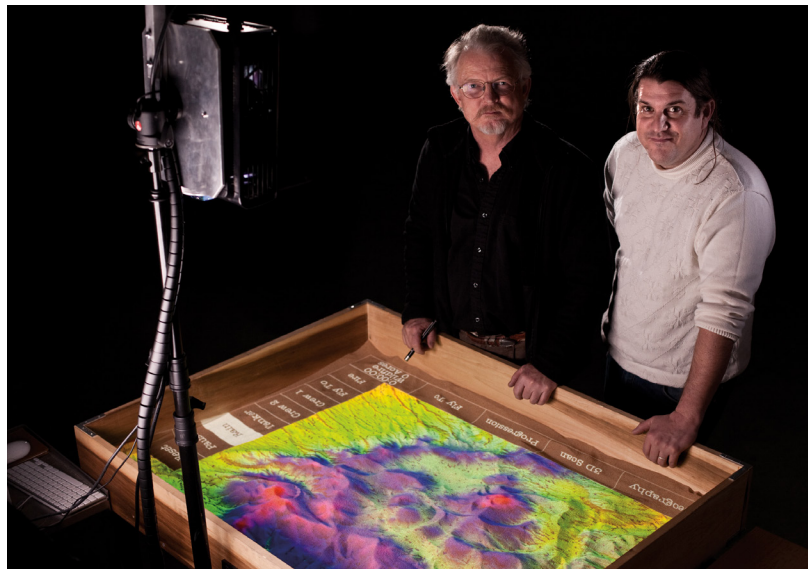
Economic Impact for Small Businesses from NMSBA (Combined LANL and SNL Projects: 2000–2009)

Return on Investment (ROI)*	1.24
*For every \$1.00 invested the state receives \$1.24. ROI is base on salaries of jobs created and retained.	
Small Business Jobs Created & Retained	1,549
Average Salary	\$38,574
Increase in Revenue	\$82,498,525
Decrease in Operating Costs	\$45,724,000
Investment in NM Goods/Services	\$19,534,610
New Funding/Financing Received	\$17,423,750

Subcontractor Regional and Community Development Plans

LANS major subcontractors with contract awards of \$5 million or greater are required to submit a Subcontractor's Regional and Community Development Plan to address economic development, education enrichment, and corporate citizenship in Northern New Mexico.

The LANL Major Subcontractors Consortium serves as a community development collaboration platform and enables the subcontractors to increase the impact of their regional community development plans through cooperation.



SimTable, Santa Fe, developed an interactive, 3D, agent-based model to train firefighters. They have used our NMSBA, VAF, and Springboard programs to develop a proof of concept model and enter the market.